



Security Traders Association of Florida  
**Annual Conference**  
February 9-12, 2017  
Miami Beach, Florida



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# Welcome to Our 37th Annual Conference



February 9, 2017

Welcome to the 37th Annual STA Florida Conference. We thank all of you for traveling from near and far to join us in beautiful Miami Beach, Florida. I would like to especially thank our sponsors; their generous donations allow us to spend this time together discussing key issues affecting our industry and supporting a great cause.

This year we will be honoring the Paws for Patriots program from Southeastern Guide Dogs. Southeastern Guide Dogs is a Florida nonprofit organization founded in 1982 that trains and provides guide dogs for visually impaired individuals and veterans. The Paws for Patriots program offers a variety of educational opportunities for both the guide dogs and veterans. With zero government funding, this program has placed over 3,000 highly trained guide dogs to people in need, while also providing on-campus instruction for visually impaired veterans living with PTSD.

Thank you to our STA Florida Board of Directors, our past president and current Treasurer Mrs. Janice Morgan Hilsman. Janice has been instrumental in planning this great weekend for us, along with many others since she joined STA Florida in 2005. Thank you to our panelists and moderator for your participation and insight in our discussions.

In my final conference as President I am very excited about the conference we have planned ahead of us and thank all of you again for joining us. Whether engaging our panelists, networking, or enjoying our many planned activities, please enjoy the weekend.

Best Regards,

Jacob Rappaport  
INTL FCStone Financial Inc.

# Thank You to the Sponsors of the 2017 Annual Conference

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PHILIP LEVINE  
MAYOR

February 9, 2017

Dear friends,

As Mayor of the City of Miami Beach, it is my pleasure to welcome the 2017 Security Traders Association of Florida Annual Conference and its attendees to our beautiful city.

I encourage those in attendance to explore all the magnificent places Miami Beach has to offer: from South Beach and its Art Deco Historic District, to North Beach and our delightful dining options. And of course, don't forget to spend some time enjoying Miami Beach's beautiful weather on our spectacular beaches. I am confident attendees will have a splendid time in our city.

We hope you enjoy your stay and we're glad you're here!

Again, welcome to the City of Miami Beach.

Kindest Regards,

Philip Levine  
Mayor



*The Security Traders Association  
of Florida would like to thank  
our sponsors who make this  
conference possible!*

# Conference Agenda



**SECURITY TRADERS ASSOCIATION  
OF FLORIDA**

## **37th Annual Conference Eden Roc Miami Beach, FL**

### **Thursday, February 9, 2017**

- 1:00 p.m. – 5:00 p.m.**      ~ **Conference Registration**  
Hotel Lobby – adjacent to the concierge desk
- 7:00 p.m. – 9:00 p.m.**      ~ **President's Cocktail Reception (By invitation only)**  
Spa Terrace  
Resort Cocktail Attire

### **Friday, February 10, 2017**

- 8:00 a.m. – 6:00 p.m.**      ~ **Conference Registration**  
Ocean Tower 1 Foyer
- 8:00 a.m. – 2:00 p.m.**      ~ **Golfing and Fishing Networking Activities**  
*Golf – hosted by Charlie McBride & Ryan Kwiatkowski*  
*Fishing – hosted by Dave Lewis*
- 12:30 p.m. – 3:00 p.m.**      ~ **Networking Lunch and Recreational Activities**  
Ocean Garden  
Resort Casual Attire
- 6:00 p.m. – 8:00 p.m.**      ~ **Conference Registration**  
Pompeii Foyer
- 6:30 p.m. – 10:30 p.m.**      ~ **Opening Cocktail Reception**  
*Sponsored by INTL FCStone Financial Inc.*  
Entertainment ~ Featuring our own Mike Barclay,  
ITG Canada on Piano, and DJ: DjDave  
Mona Lisa Ballroom  
Resort Cocktail Attire

# 37th Annual Conference

## Eden Roc Miami Beach, FL

Saturday, February 11, 2017

- 8:00 a.m. – 3:00 p.m.**     ~ **Conference Registration**  
Ocean Tower 1 Foyer
- 8:00 a.m. – 9:45 a.m.**     ~ **Business Networking Breakfast**  
*Sponsored by JonesTrading*  
Ocean Tower 1 A
- 9:00 a.m. – 9:30 a.m.**     ~ **Board Meeting (By invitation only)**  
Executive Boardroom
- 9:45 a.m. – 10:00 a.m.**     ~ **Welcome Remarks ~ Jacob Rappaport**  
STA Florida President  
Ocean Tower 1 BC
- 10:00 a.m. – 10:45 a.m.**     ~ **Keynote Speaker: Yousef Abbasi,**  
Global Market Strategist, Jones Trading  
Ocean Tower 1 BC
- 10:45 a.m. – 12:15 p.m.**     ~ **A Panel Discussion: Buy-Side and Agency Trader Perspectives -**  
Workflow, Interaction, Challenges and Changes  
Ocean Tower 1 BC
- Moderator:**                 Bill Cody, Bats Global Markets
- Panelists:**                   Cheryl A. Cargie, Ariel Capital, Chicago  
Dallas Lundy, Atlanta Capital, Atlanta  
Lisa Utasi, Clearbridge Investments, New York  
Eden Simmer, PIMCO NY, New York  
Philip Geha, Jones Institutional Trading, Orlando  
James Duncan, ITG Canada, Ontario
- 12:15 p.m. – 3:00 p.m.**     ~ **Networking Lunch and Recreational Activities**  
Ocean Garden  
Resort Casual Attire
- 6:30 p.m. – 8:30 p.m.**     ~ **Closing Cocktail Reception**  
Entertainment ~ DJ: DjDave  
Palladium Pool  
Resort Cocktail Attire

# Special Thanks:

Security Traders Association of Florida would like to thank Mike Barclay, ITG Canada for his support!



This year we are delighted to announce a special guest pianist, one of our own, Mike Barclay of ITG Canada.

Mike will be playing the piano during our Friday night Opening Cocktail Reception. Many of you may have seen Mike on the piano before, whether on the stage, or at an impromptu industry gathering. He has twenty years of industry experience, but, even more than that at the keys.

Mike's musical experience began with playing classical piano at the age of 4. He's played professionally for a bit, and has also dabbled in song-writing.

# STA Florida Proudly Honors The Southeastern Guide Dogs— Paws for Patriots



Southeastern Guide Dogs  
GuideDogs.org

## THEY'VE SERVED US. NOW IT'S OUR TURN.



There's no greater distinction than laying down one's life for freedom's sake. Some have lost their vision in the line of duty, whether from a roadside bomb or a rare virus. Some recover in military healthcare facilities. And some bear invisible scars; wounds seared on hearts and minds after losing friends, witnessing the unthinkable, and enduring the unspeakable.

They've served us. Now it's our turn. That's why we provide our guide dogs, service dogs, facility therapy dogs, emotional support dogs and Gold Star Family dogs at no charge.

**BE A HERO FOR OUR HEROES.  
SUPPORT SOUTHEASTERN  
GUIDE DOGS.**



## GUIDE DOGS

Our guide dogs offer independence and freedom to visually impaired veterans, restoring confidence and dignity. Veterans live and learn on campus for 26 days with help from their new companions. Gone are tentative steps and white canes, replaced by heads held high and brisk paces.



## SERVICE DOGS

Our service dogs help veterans heal from post-traumatic stress disorder (PTSD). With unconditional love and loyalty, they respond to commands that help restore stability and wellbeing. After our 12-day class, veterans report powerful stories of reconnecting with family and society once again.



## FACILITY THERAPY DOGS

When wounded warriors are far from home, there's comfort in the paws of a friendly dog. Facility therapy dogs live with facility staff and work at military hospitals and clinics around the country. Clinicians report beneficial effects as our dogs ease fears, deliver calm, and take the focus off of medicine and memories.



## EMOTIONAL SUPPORT DOGS

Our emotional support dogs warm the heart and soothe the soul for veterans with disabilities. Veterans improve their physical, social, and emotional wellbeing as the dogs provide companionship, relieve loneliness, and help mitigate chronic stress, anxiety, depression, or other limitations.



## GOLD STAR FAMILY DOGS

Recognizing the sacrifices made when a family member dies in service to the nation, Southeastern Guide Dogs offers well behaved, loving companion dogs to Gold Star families in need.

# Board of Directors



## **Security Traders Association of Florida 2016 Officers and Board of Directors**

### **Officers for 2016:**

**President**

**Jacob Rappaport, INTL FCStone Financial Inc.**

**Vice President**

**TBD**

**Second Vice President**

**Charlie McBride, Jones Trading**

**Secretary**

**TBD**

**Treasurer**

**Janice Morgan Hilsman, INTL FCStone Financial Inc.**

**Immediate Past President**

**Janice Morgan Hilsman, INTL FCStone Financial Inc.**

### **Directors for 2017:**

**Dave Lewis, Franklin Templeton**

**Phil Geha, Jones Trading**

**John Finn, Polen Capital Management**

**Allen Spence, Raymond James and Company**

**Vincent Sgherza, Eagle Asset Management**

### **Consultants for 2017:**

**Antonio Varela, INTL FCStone Financial Inc.**

**Ryan Kwiatkowski, INTL FCStone Financial Inc.**

**Frances Proctor, SunTrust Bank Investment Advisory Group**

# Keynote Speaker: Yusef Abbasi

*Global Market Strategist, Jones Trading*

Yusef Abbasi joined JonesTrading as a Market Strategist in February 2011. Over the past six years, he has helped elevate the firm's real-time research platform – which was recently ranked #1 by the Tabb Group – with his global macro-economic commentary and single stock color.

Abbasi also publishes JonesTrading's "Catalyst for the Week Ahead" - a report that provides insightful analysis on market psychology and sentiment, while setting the table for market moving events in the weeks to come.

In his prior experience, Abbasi was a desk analyst on the block trading desks of both Bear Stearns and JPMorgan, covering the Financial and Homebuilding sectors.

Yusef graduated from New York University in 2005 with a degree focused on Political and Economic development. His studies at NYU culminated with a thesis on the Political and Economic evolution of post-Apartheid South Africa.

Abbasi is regularly cited in the Wall Street Journal, Barron's and Bloomberg News. He also appears regularly on Canada's BNN and Bloomberg Radio.



# Business Meeting

## **A PANEL DISCUSSION: BUY-SIDE AND AGENCY TRADER PERSPECTIVES - WORKFLOW, INTERACTION, CHALLENGES AND CHANGES**

### **MODERATOR:**

**Bill Cody**

**Director of Sales & Buy Side Relationship Management, Bats Global Markets**

Bill Cody is a Director of Sales & Buy Side Relationship Management at Bats Global Markets. Bill previously developed and led the institutional outreach program at Direct Edge before its 2014 transaction with Bats. Prior to Direct Edge, Bill served as Executive Director at broker-dealer Instinet, where he held a number of key positions since joining in 1999. His roles there included being Head of the Broker-Dealer Sales and Trading desk, as well as its dark pools. During his 13-year tenure at Instinet, Bill also worked as Vice President of Institutional Equity Trading and as a product and sales manager. He has over 20 years' experience in the equities markets. He is a Director on the STANY Board and a member of the Options Industry Advisory Council.

### **PANELISTS:**

**Cheryl Cargie**

**Senior Vice President, Head Trader, Ariel Investments**

With over 29 years of trading experience, Cheryl is Ariel's head trader and is responsible for the firm's domestic trading operations. Prior to joining the firm in 1994, she was vice president and head trader at Fiduciary Management Associates. In this capacity, she was the firm's principal trader of both equities and fixed income securities. Prior to her tenure at Fiduciary Management, Cheryl was an equity trader at Aon Corporation. She is an active member of NASDAQ's Institutional Traders Advisory Council and a member of the National Organization of Investment Professionals. In 2013, Cheryl was honored with The Lifetime Achievement Award from the Securities Traders' Association of Chicago (STAC), where she also served

as a past president. In 2015, Traders Magazine also recognized her industry experience and commitment to excellence with The Lifetime Achievement Award. Cheryl graduated from Illinois State University with a BS in finance.

### **James Duncan**

#### **Director Sales and Trading Cross Border Execution, ITG Canada**

James A. Duncan has worked in the field of International Trading for 30 plus years beginning at Capital Corp in Canada since 1983. He spent twelve of those years in Vancouver and twenty years ago, he relocated to Toronto where he started Canaccord's Cross Border trading operation primarily covering New York and the East coast. Mr. Duncan has spent the last 2 ½ years with ITG Canada where he covers both buy and sell side international clients.

Mr. Duncan was elected a Governor of the Security Traders Association in 1996, was elected Secretary of that organization in 2001, and served the organization as Chairman in 2005.

Mr. Duncan received a B.A. from the University of Alberta in 1982. He is the proud father of five daughters, and in addition to his business activities; he has served on the Board of the Bloorview MacMillan Children's Foundation. He also founded the Bay Street Children's Foundation, whose annual softball tournament has raised over three million dollars for children's charities in the Toronto area.

### **Phil Geha**

#### **Vice President, Branch Office Manager, JonesTrading Institutional Services**

Mr. Geha is a vice president and branch office manager at JonesTrading. Phil began his career in the firm's Aspen office in 2002, juggling trading responsibilities while skiing 100 days a year. He relocated to the firm's Lake Mary office in 2004 and was named branch office manager in January 2015. Mr. Geha is currently involved in JonesTrading's STA Budget Committee and is a member of STA Florida's Board of Directors. A native of Boston, Mr. Geha received a BA in English from Bates College and has his Series 7, 63, 55 and 24 licenses.

## **Dallas L. Lundy**

### **Director of Trading, Atlanta Capital Management Company**

Dallas Lundy has over 40 years of investment management experience. He is currently Director of Trading and Chairman of the Trade Management Oversight Committee (TMOC) at Atlanta Capital Management Company. He joined the firm in June 1973 and during his tenure has served in the capacity of Partner, Principal, Assistant Portfolio Manager and in Portfolio Administration. He was appointed as a key member of the firm's business development team with responsibilities in marketing and client services. He also performed duties as lead client relationship manager for several public pension funds. As one of the original six partners, he has been instrumental in many aspects of managing and growing the firm.

Mr. Lundy is a past President of the Georgia Securities Association (GSA) where he created the GSA Scholarship Fund and expanded the program to include all major universities in the Atlanta area. Also as President, he expanded the Georgia Stock Market Game to include elementary schools to reach kids at an early age. Mr. Lundy is a member of the Securities Traders Association (STA) and the National Association of Securities Professionals (NASP). He is a graduate of Georgia State University.

## **Eden Simmer**

### **Senior Vice President and Equity Trader, PIMCO, NY**

Ms. Simmer is a senior vice president and equity trader in the New York office. Prior to joining PIMCO in 2010, she was a trader focusing on equities, foreign exchange and preferred securities for Deutsche Bank Asset Management. Previously, Ms. Simmer was a foreign exchange trading associate at ABN AMRO. She has 11 years of investment experience and holds an MBA from Columbia Business School and undergraduate degrees in finance and economics, as well as an international business certificate from the University of Iowa.

## **Lisa Utasi**

### **Director and Senior Equity Trader, ClearBridge Investments**

Ms. Lisa Utasi is a Director and Senior Equity Trader at ClearBridge Investments, with more than 30 years of industry experience. She is a Past Chairman of the Security Traders Association (National) and a two term Past President of the Security Traders Association of New York. She currently serves as the President of the Board of Directors of the National Organization of Investment Professionals.

Ms. Utasi has been widely recognized for her service in the New York City charity community, including the 2011 Women on Wall Street Charitable Works Award and the 2007 Michael P. Beier Award for her dedication to raising awareness and funding in the fight against amyotrophic lateral sclerosis, or ALS. In October of 2015 Lisa co-chaired the 15th Annual MDA Wings Over Wall Street Gala. This marks the third time she has chaired the event. Wings Over Wall Street is a premier fundraising event for the MDA focused on curing ALS. Ms. Utasi is a Member of the University of Pittsburgh Brain Institute Advisory Council and was elected based on her commitment to research on ALS and other disorders of the nervous system.

Her charitable service activities have included working on behalf of the Eden Institute and SCO Charity Golf Committees, the Inner-City Scholarship Fund and Taylor's Gift. Ms. Utasi has completed ten marathons, including two for which she raised funds for the Leukemia and Lymphoma Society's Team in Training.

Ms. Utasi has been a panelist in a Leaders in Philanthropy lecture series sponsored by the Center on Philanthropy and Civil Society, The Graduate Center, The City University of New York. She grew up in Texas and received her BA in Political Science and BBA in Finance from Southern Methodist University. Ms. Utasi now enjoys living in New York City where she is an avid traveler, as well as a runner.







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\* Source: Bloomberg 2015 Dollar Value Rank

# Stay tuned for our 2018 Conference Venue Announcement



Security Traders Association of Florida  
**2017 Annual Conference**

[www.staflorida.com](http://www.staflorida.com)